

Woodstock Landscaping & Excavating, LLC, 21-35565 (CGM)
Plan Projections

Item	Year One	Year Two	Year Three	Year Four	Year Five
Revenue					
Landscaping	\$ 606,000	\$ 636,300	\$ 668,115	\$ 701,521	\$ 736,597
Excavating	\$ 840,000	\$ 882,000	\$ 926,100	\$ 972,405	\$ 1,021,025
Hauling	\$ 630,000	\$ 661,500	\$ 694,575	\$ 729,304	\$ 765,769
Nursery Sales	\$ 400,000	\$ 420,000	\$ 441,000	\$ 463,050	\$ 486,203
Snow Plowing	\$ 125,000	\$ 131,250	\$ 137,813	\$ 144,704	\$ 151,939
Total Revenue	\$ 2,601,000	\$ 2,731,050	\$ 2,867,603	\$ 3,010,984	\$ 3,161,533
COGS	\$ (55,000)	\$ (57,750)	\$ (60,638)	\$ (63,670)	\$ (66,854)
Gross profit	\$ 2,546,000	\$ 2,673,300	\$ 2,806,965	\$ 2,947,314	\$ 3,094,679
Operating Exp.					
Auto/Truck	\$ 30,000	\$ 31,500	\$ 33,075	\$ 34,729	\$ 36,465
Bank Charges	\$ 2,500	\$ 2,625	\$ 2,756	\$ 2,894	\$ 3,039
Insurance	\$ 245,000	\$ 257,250	\$ 270,113	\$ 283,619	\$ 297,800
Equip. Rental	\$ 71,500	\$ 75,075	\$ 78,829	\$ 82,770	\$ 86,909
Fuel	\$ 182,000	\$ 191,100	\$ 200,655	\$ 210,688	\$ 221,222
Permit/License	\$ 2,800	\$ 2,940	\$ 3,087	\$ 3,241	\$ 3,403
Payroll Expense	\$ 1,238,000	\$ 1,299,900	\$ 1,364,895	\$ 1,433,140	\$ 1,504,797
Maint. & Repair	\$ 120,000	\$ 126,000	\$ 132,300	\$ 138,915	\$ 145,861
Utilities	\$ 27,600	\$ 28,980	\$ 30,429	\$ 31,950	\$ 33,548
Subtotal	\$ 1,919,400	\$ 2,015,370	\$ 2,116,139	\$ 2,221,946	\$ 2,333,044
net income	\$ 626,600	\$ 657,930	\$ 690,826	\$ 725,368	\$ 761,635
Working Capital[1]	\$ (130,050)	\$ (136,553)	\$ (143,380)	\$ (150,549)	\$ (158,077)
Cash flow after working capital needs	\$ 496,550	\$ 521,378	\$ 547,446	\$ 574,819	\$ 603,558

Debt Service					
CCG	\$ 41,028	\$ 41,028	\$ 41,028	\$ 41,028	\$ 41,028
JD Finance	\$ 62,722	\$ 62,722	\$ 62,722	\$ 62,722	\$ 62,722
Universal	\$ 72,454	\$ 72,454	\$ 72,454	\$ 72,454	\$ 72,454
Lake Leasing	\$ 27,000	\$ 27,000	\$ 27,000	\$ 27,000	\$ 27,000
Rhinebeck Bk	\$ 11,689	\$ 11,689	\$ 11,689	\$ 11,689	\$ 11,689
TD Bank	\$ 8,518	\$ 8,518	\$ 8,518	\$ 8,518	\$ 8,518
Total Debt Service	\$ (223,411)	\$ (223,411)	\$ (223,411)	\$ (223,411)	\$ (223,411)
Cash flow after debt service	\$ 273,139	\$ 297,967	\$ 324,035	\$ 351,408	\$ 380,147
Payroll Tax					
IRS secured	\$ 73,396	\$ 73,396	\$ 73,396	\$ 73,396	\$ 73,396
IRS priority	\$ 43,734	\$ 43,734	\$ 43,734	\$ 43,734	\$ 43,734
NYS DTF secured	\$ 4,399	\$ 4,399	\$ 4,399	\$ 4,399	\$ 4,399
NYS DOL priority	\$ 24,626	\$ 24,626	\$ 24,626	\$ 24,626	\$ 24,626
Priority taxes	\$ 146,155	\$ 146,155	\$ 146,155	\$ 146,155	\$ 146,155
Cash flow after priority payroll taxes	\$ 126,984	\$ 151,812	\$ 177,880	\$ 205,253	\$ 233,992
Admin. Expenses[2]	\$ (100,000)	\$ (50,000)	\$ (52,500)	\$ (55,125)	\$ (57,881)
Net Profit (Loss):	\$ 26,984	\$ 101,812	\$ 125,380	\$ 150,128	\$ 176,111
Pass-through entity tax[3]	\$ 8,095	\$ 30,543	\$ 37,614	\$ 45,038	\$ 52,833
Projected Income Before MCA distributions	\$ 18,889	\$ 71,269	\$ 87,766	\$ 105,090	\$ 123,278
MCA distributions (Classes 10-12)	8,359.54	58,359	60,000	70,000	70,000
Projected Income	10,529.46	12,910	27,766	35,090	53,278

Assumptions: 5% increases in revenue and expense after Year 1, except for debt service and repayment of prepetition payroll tax liability. The Year 4 projection approximates a return to the Debtor's revenue in 2018.

[\[1\] Working capital = 5% of sales.](#)

[2] Year 1 administrative expenses under the plan subject to approval by the Bankruptcy Court; ongoing ordinary course accounting and legal expenses thereafter in Years 2 through 5.

[3] 30% pass-through entity tax